

## Message Text

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ORIGIN XMB-04

INFO OCT-01 EUR-12 ISO-00 EB-07 TRSE-00 COME-00 CIAE-00

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DRAFTED BY XMB GORDON R. PLANTS/VF

APPROVED EB/OCA/REP:BEBYRON

XMB:STEPHEN MINIKES

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EUR/CE:LHEICHLER

EB/IFD/ODF:BGCROWE

EUR/WE/EBEIGEL

----- 102255

R 302243Z JAN 75

FM SECSTATE WASHDC

TO AMEMBASSY LONDON

AMEMBASSY PARIS

AMEMBASSY BONN

AMEMBASSY ROME

AMEMBASSY BRUSSELS

AMEMBASSY THE HAGUE

UNCLAS STATE 022118

E.O. 11652: NA

TAGS: EFIN

SUBJ: VISIT TO DISCUSS EXPORT PROGRAMS

1. U.S. EXIMBANK REQUESTS YOUR ASSISTANCE IN ARRANGING MEETINGS AND  
HOTEL ACCOMMODATIONS FOR A VIST BY EXIMBANK OFFICIAL GORDON R. PLANTS

.  
PURPOSE OF VISIT IS TO EXCHANGE INFORMATION WITH GOVERNMENT  
REPRESENTA-  
TIVES AND OTHERS REGARDING DEVELOPMENTS IN EXPORT FINANCE SUPPORT  
PRO-  
GRAMS AND TO REVIEW THE USE OF MIXED CREDITS(AID AND COMMERCIAL FINAN  
CING) BY COMPETITOR INSTITUTIONS. AT FRANKFURT, BONN, PARIS,  
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BRUSSELS, AND THE HAGUE MR. PLANTS WILL BE ACCOMPANIED BY GEORGE

DIETZ, EXIMBANK VICE PRESIDENT (VIENNA). MR. DIETZ WILL ARRANGE  
HOWN HOTEL ACCOMMODATIONS.

2. PROPOSED TRIP SCHEDULE FOLLOWS: ARRIVE ROME FEBRUARY 16; LEAVE  
ROME EVENING OF FEBRUARY 18, ARRIVE FRANKFURT; SPEND FEBRUARY 20 IN  
BONN LEAVING AND RETURNING TO FRANKFURT THE SAME DAY; LEAVE FRANKFURT  
AFTERNOON OF FEBRUARY 23, ARRIVE PARIS ; LEAVE PARIS MORNING OF 26TH  
ARRIVE BRUSSELS; LEAVE BRUSSELS EVENING OF 27TH, ARRIVE THE HAGUE;  
LEAVE THE HAGUE MARCH 2, ARRIVE LONDON; LEAVE LONDON MORNING OF MARCH  
5,  
ARRIVE WASHINGTON.

3. REQUEST APPOINTMENTS BE MADE WITH KNOWLEDGEABLE REPRESENTA-  
TIVES AT MEDIOCREDITO CENTRALE, ISTITUTO MOBILIARE ITALIANO,  
MEDIOBANCA, AND ONE MAJOR EXPORTER IN ROME; AT AKA, KFW, ONE  
MAJOR COMMERCIAL BANK AND ONE MAJOR EXPORTER IN FRANKFURT; AT  
FIANCE AND ECONOMICS MINISTRIES IN BONN; AT BFCE, BANK OF FRANCE,  
ONE MAJOR EXPORTER, AND WITH ECONOMIC COUNSELOR OF U.S. DELEGATION  
TO THE OECD IN PARIS; WITH U.S. ECONOMIC COUNSELORS AT EMBASSIES  
IN BRUSSELS AND THE HAGUE; AND AT ECGD, ONE MAJOR CLEARING BANK,  
AND ONE MAJOR EXPORTER IN LONDON.

4. MR. PLANTS AND, WHEN AVAILABLE, MR. DIETZ WOULD APPRECIATE  
MEETINGS WITH U.S. TREASURY REPRESENTATIVES AND OTHER APPROPRIATE  
EMBASSY PERSONNEL TO REVIEW ALL AVAILABLE INFORMATION REGARDING  
MIXED CREDIT SCHEMES USED BY HOST COUNTRIES TO PROMOTE NATIONAL  
EXPORTS. THIS IS A KEY TOPIC FOR VISITING EXIMBANK OFFICIALS.

5. ITEMS TO BE DISCUSSED AT EACH GOVERNMENT-RELATED OR-SUPPORTED  
INSTITUTION INCLUDE:

- A. MIXED CREDIT SCHEMES USED TO PROMOTE EXPORTS
- B. DETAILS REGARDING DIRECT FINANCING OR GUARANTEE PROGRAMS  
WHICH SUPPORT THE EXTENSION OF EXPORT-RELATED, DOMESTIC BANK-TO-  
FOREIGN BANK(OR TO FOREIGN GOVERNMENT AGENCY) LINES OF CREDIT.
- C. DIRECT FINANCING OR GUARANTEE PROGRAMS WHICH SUPPORT LOCAL  
COSTS OF OVERSEAS PROJECTS.
- D. AVAILABLE FORECASTS OF EXPORT FIANCE SUPPORT ACTIVITY FOR  
PART OR ALL OF CALENDAR 1975.
- E. PLANS AND POTENTIAL FOR JOINT FINANCING PROJECTS WITH  
OIL RICH COUNTRIES, THE WORLD BANK, THE INTER-AMERICAN DEVELOP-  
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MENT BANK, AND THE ASIS DEVELOPMENT BANK.

6. PURPOSE OF MEETINGS WITH MAJOR COMMERCIAL BANKS AND EXPORTERS  
IS TO DISCUSS THEIR VIEW OF CURRENT EXPORT ENVIRONMENT AND THEIR  
PARTICIPATION IN GOVERNMENT-SUPPORTED EXPORT FINANCE PROGRAMS.

7. A DETAILED ITINERARY FOR MR. PLANTS WILL BE FURNISHED WHEN  
AVAILABLE. CONFIRMED HOTEL RESERVATIONS SHOULD BE SENT DIRECTLY

TO MR. PLANTS.  
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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
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**To:** LONDON MULTIPLE  
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